

2004 US Outstanding Performance in Security South	Cisco Systems	2005	The Cisco Global Awards are conferred to partners who meet a specific set of requirements, which are designed to identify the best channel partner in each category. Cisco has also built a formalized nomination and selection process that begins with each sales theater identifying and nominating a channel partner for each category. These nominations are reviewed and a collective group that includes Cisco worldwide channels and theater channel executives makes final selections. All of the global and theater Partner of the Year awards are in compliance with the requirements of the Cisco Channel Partner Program and customer satisfaction as its foundational criterion. Recognized as top-performing partner in Cisco's Southern United States region in Security
2004 US Outstanding Performance in Security US	Cisco Systems	2005	The Cisco Global Awards are conferred to partners who meet a specific set of requirements, which are designed to identify the best channel partner in each category. Cisco has also built a formalized nomination and selection process that begins with each sales theater identifying and nominating a channel partner for each category. These nominations are reviewed and a collective group that includes Cisco worldwide channels and theater channel executives makes final selections. All of the global and theater Partner of the Year awards are in compliance with the requirements of the Cisco Channel Partner Program and customer satisfaction as its foundational criterion. Recognized as top-performing Cisco partner in Security in the United States
Outstanding Sales & Partnership	Ingram Micro	2005	
2005 US Outstanding Performance in Voice Applications, South	Cisco Systems	2006	Recognized as top-performing partner in Cisco's Southern United States region in Voice Applications
Technology Fast 500 - Fastest Growing Company in North America - Ranked # 419	Deloitte & Touche	2006	
Central Florida Golden 100 - Ranked CTI was awarded the following awards for the 2005 period: • Ranked #1 Largest Newcomer to the List • Ranked #1 Fastest Growing Technology Company: Annual Growth Rate of 54% • Ranked 2nd Largest Technology Company • Ranked 30th Largest Overall	Orlando Business Journal	2006	

CTI exemplifies the standard for engineering excellence for network design and implementation services by maintaining the most technically adept, the most skilled and the greatest



concentration of qualified staff in the southeast United States. The following tables provide a recent snapshot of the depth of our engineering expertise in terms of employee certifications.

Employee Certifications		Quantity
CCNA	Cisco Certified Network Associate	89
CCNP	Cisco Certified Network Professional	43
CCSP	Cisco Certified Security Professional	14
CCDP	Cisco Certified Design Professional	16
CCVP	Cisco Certified Voice Professional	27
CCIE*	Cisco Certified Internetworking Expert	19

* Including Route/Switch, Voice and Security

Coleman Employee Certifications - Cisco

Employee Certifications		Quantity
MCSE	Microsoft Certified Systems Engineer (2000 and above)	20
MCSE-S	Microsoft Certified Systems Engineer – Security	5
MCT	Microsoft Certified Trainer	1
CISA	Certified Information System Auditor	4
CISM	Certified Information Systems Manager	1
CISSP	Certified Information Systems Security Professional	6
NSA IAM	National Security Agency INFOSEC Assessment Methodology	1
CCA	Citrix Certified Administrator	4
CCEA	Citrix Certified Enterprise Administrator	1
PMP	Project Management Professional	4

1 - Coleman Employee Certifications – Non-Cisco

B. A DETAILED DESCRIPTION OF THE APPROACH FOR ACCOMPLISHING THE SERVICES

CTI can support many different project types ranging from Network Management to complex IP routing issues. On any given occasion, CTI can provide engineering talent to Shelby County that will be able to support a variety of different requirements. As an organization we can work as a “back up” to your existing staff as well as providing staff augmentation to train, implement and troubleshoot your network infrastructure, phone system, security, and even desktops, and operating systems.

The contract will lock in access to a diverse pool of engineering resources. In addition, CTI will dedicate a team of engineers to fully learn the architecture of the Shelby County Government network so that we can provide complete coverage as needed.

CTI's Consulting Services include a comprehensive set of strategic analysis tools, networking solutions and strategies that help you meet your organization's business goals. These services incorporate strategies for selecting, deploying, and integrating the right technologies, products and applications for your business. You can choose from a flexible set of networking solutions, consulting services, products, and support programs to facilitate your network design, from initial planning to installation and management.

CTI's Consultants provide complete project management services, ensuring seamless service delivery. They offer high quality network design capabilities, extensive communications product knowledge and significant experience across multiple manufacturer platforms, network operating systems, topologies and protocol sets. Our Consultants are certified on Novell, Microsoft, UNIX, and Linux Operating Systems; Intel, Cisco Systems, Nortel Networks, Lucent, and 3Com networking products; as well as Compaq, Dell and EMC systems, servers, network and enterprise storage solutions.

This strong expertise can help you evaluate how your organization can benefit from new and emerging technologies such as Voice over IP, Contact Management Centers, Wireless Data, and Remote Access/Telecommuting. We are able to offer this broad range of integrated solutions with CTI as the single source due to the depth of our experienced staff.

CTI partners with several manufacturers in each product category in order to provide objective, "BEST of BREED" manufacturer-independent choices and to ensure the optimum networking solution for your communications requirements.

Our project implementation approach is based on a migration rather than a forklift replacement of the existing network system. Coleman will execute the project based on a detailed and well defined implementation plan and project schedule.

While developing the project schedule Coleman and SCG will develop the most appropriate sequence of sites such that interruptions to operations are kept at a minimum. Other critical factors include the necessity for a fairly aggressive project schedule in order to minimize the cost and time of the migration. Coleman will provide persistent project management and engineering oversight in order to deliver on time, within budget and with minimal impact to the organization.

Special attention is drawn to the comprehensive level of detail we propose for this project.

Task 1 - Detailed Business and Technical Discovery

Network Planning and Design addresses both business and technical requirements. We incorporate a step-by-step needs analysis of your current and future business requirements, the physical plant, present and future applications, network capacity and growth plans, geographic scope, traffic volume, budget, support requirements, and cost of ownership.

Item 1 - Business Discovery

CTI will perform detailed business discovery to determine the desired day to day functionality required by SCG. This task involves personal interviews with SCG IT personnel to understand the functional expectations of the system. CTI will execute this task with full involvement of SCG IT staff.

Item 2 - Technical Discovery

Perform detailed technical discovery and engineering assessment to determine the configuration of the current system to understand the integration procedures and to meet the requirements identified in item #1 above. CTI will execute this task with full involvement of SCG IT staff.

Task 2 – Develop Detailed Design Document (DDD)

A Detailed Design Workshop will be completed between CTI and Shelby County IT Department. This workshop considers design scenario's, future growth, and best practices across the board. Out of the workshop, a Detailed Design Document will be created that details all configurations and designs agreed upon by both parties, and this document is used to implement the network going forward. In the planning stage, other considerations are key operational factors and requirements such as network structure and topology, transmission means, line speeds, and bandwidth; as well as access methods and cabling.

The task is to develop a design and configuration strategy to bridge the gap between items #1 and #2 above according to best engineering practices published by Cisco Systems and CTI. CTI will execute this task with full involvement of SCG IT staff. The expected outcomes of this task are provided here:

- Development of detailed design documentation suitable for implementation
- Procurement of necessary hardware/software and maintenance support from Cisco
- Arrive at a *converged operational approach* for the implementation/remediation

CTI and SCG will begin project deployment by creating a project plan and conducting an in-depth design workshop. CTI will conduct a thorough interview to fully understand the business and technical needs. A Detailed Design Document (DDD) will then be created that will outline the decisions made during the design workshop.

This document will be delivered to the SCG and acceptance by SCG is required prior to equipment configuration. Network Engineers from Coleman Technologies Inc. will use this document as a guide to configure the network.

This phase will include the following steps:

- Work with SCG to understand the existing environment and to better estimate the proposed equipment requirements.
- Configuration development for all proposed equipment.
- Develop an implementation-specific network diagram with input from the Customer and/or the design team.

Task 3 - Implementation and Deployment Services

Network Implementation and Integration Services provide you with the level of assistance compatible with your specific networking requirements and in-house capabilities. Depending on your needs, CTI can assume primary responsibility for the entire network or share responsibility with your in-house technical staff. Services may be as comprehensive as an integrated solution, encompassing every step from design to product integration and network certification. For this proposal CTI will work along with SCG IT staff to build and test the network products on-site and to implement them at the appropriate time.

In this task, CTI will perform implementation and configuration services to bring the system to the agreed terms of operational capacity. CTI will execute this task with full involvement of SCG telecommunications and data networking staff.

Task 4 - Knowledge Transfer and Training

CTI will provide the appropriate documentation and knowledge transfer to SCG staff to make certain the long term operational stability of the resulting solution. CTI will execute this task with full involvement of SCG IT staff. CTI will provide training for the system administrators. This training consists of up to 24 hours of basic administration training, basic troubleshooting, and review of the system configuration. This training can be custom tailored during the design workshop.

Task 5 - Project Management and Delivery of Documentation

CTI believes that project planning is the key to a successful implementation. That's why every CTI project is supervised by a Project Manager who begins with a statement of work that clearly defines the scope of the project, the tasks to be performed, the location where the task will be performed, the responsible parties and a timeline of the project. Armed with this statement of work, the Project Manager utilizes CTI's extensive resources to expedite the project from beginning to end, and to ensure that your expectations and requirements are completely satisfied.

- CTI will provide a single point of contact for all project support issues within the scope of this project. Such person shall have the authority to remotely act on all CTI aspects of the Services.
- Participate in regularly scheduled Customer project meetings.
- Develop, deliver and present the Detailed Design Document for formal review and acceptance.
- Deliver any site survey reports, site readiness recommendations, and equipment configurations.
- Act as the management contact focal point for project scheduling, coordination, change control, escalation, staging, installation and acceptance activities for the CTI implementation team effort under this SOW.
- Communicate with Service Provider on circuit turn-up schedule and any circuit issues if necessary.
- Provide regular status reports of tasks completed and any issues or concerns.

3.0 COSTS AND FEES

C. CORE HARDWARE PRICING:

Name	Catalog Num	Description	Qty	Unit Price	Total Price
Shelby County Pricing Sheet					
WS-C6504-E Core 1	WS-C6504-E	Catalyst 6500 Enhanced 4-slot chassis, 5RU, no PS, no Fan Tray	1	\$1,650.00	\$1,650.00
Fan Tray Options					
FAN-MOD-4HS	FAN-MOD-4HS	High-Speed Fan Module for 7604/6504-E	1	\$ -	\$ -
Module Option 1					
Supervisor Options					
WS-SUP720-3B	WS-SUP720-3B	Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3B	1	\$15,400.00	\$15,400.00
Compact Flash Options					
MEM-C6K-CPTFL256M	MEM-C6K-CPTFL256M	Cat6500 Sup720/Sup32 Compact Flash Mem 256MB	1	\$495.00	\$495.00
MSFC2 DRAM Options					
MEM-MSFC2-512MB	MEM-MSFC2-512MB	Catalyst 6500 512MB DRAM on the MSFC2 or SUP720 MSFC3	1	\$ -	\$ -
RF Boot Flash Upgrade Options					
BF-S720-64MB-RP	BF-S720-64MB-RP	Bootflash for SUP720-64MB-RP	1	\$ -	\$ -
SP Boot Flash Upgrade Options					
CF-ADAPTER-SP	CF-ADAPTER-SP	SP adapter for SUP720 (512MB CF included)	1	\$ -	\$ -
Flash Memory Options					
MEM-C6K-CPTFL512M	MEM-C6K-CPTFL512M	Catalyst 6500 Sup720/Sup32 Compact Flash Mem 512MB	1	\$ -	\$ -
Supervisor DRAM Options					
MEM-S2-512MB	MEM-S2-512MB	Catalyst 6500 512MB DRAM on the Supervisor (SUP2 or SUP720)	1	\$ -	\$ -
Module Option 2					

Ethernet Modules	WS-X6724-SFP	WS-X6724-SFP	Catalyst 6500 24-port GigE Mod: fabric-enabled (Req. SFPs)	1	\$8,250.00	\$8,250.00
Distributed Forwarding Card Option	WS-F6700-DFC3B	WS-F6700-DFC3B	Catalyst 6500 Dist Fwd Card, 256K Routes for WS-X67xx	1	\$4,125.00	\$4,125.00
Memory Option	MEM-XCEF720-512M	MEM-XCEF720-512M	Cat 6500 512MB DDR, xCEF720 (67xx interface, DFC3A/DFC3B)	1	\$2,640.00	\$2,640.00
Power Cord Options	CAB-7513AC	CAB-7513AC	AC POWER CORD NORTH AMERICA (110V)	2	\$-	\$-
Power Supply Options	PWR-2700-AC/4	PWR-2700-AC/4	2700W AC Power Supply for Cisco 7604/6504-E	1	\$1,650.00	\$1,650.00
	PWR-2700-AC/4	PWR-2700-AC/4	2700W AC Power Supply for Cisco 7604/6504-E	1	\$1,650.00	\$1,650.00
Software Options						
Supervisor 720 Software						
Native IOS						
S733ESK9-12218SXF	S733ESK9-12218SXF	S733ESK9-12218SXF	Cisco CAT6000-SUP720 IOS ENTERPRISE SERVICES SSH	1	\$4,400.00	\$4,400.00
CON-SNT-WSC6504E	CON-SNT-WSC6504E	CON-SNT-WSC6504E	SMARTnet 8x5xNBD	1	\$-	\$-
WS-C6504-E 160 Core - Total Price						\$ 40,260.00

Name	Catalog Num	Description	Qty	Unit Price	Total Price
WS-C6504-E Core 2	WS-C6504-E	Catalyst 6500 Enhanced 4-slot chassis, 5RU, no PS, no Fan Tray	1	\$1,650.00	\$1,650.00
Fan Tray Options					
FAN-MOD-4HS	FAN-MOD-4HS	High-Speed Fan Module for 7604/6504-E	1	\$-	\$-
Module Option 1					
Supervisor Options					

WS-SUP720-3B	WS-SUP720-3B	Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3B	1	\$ 15,400.00	\$ 15,400.00
Compact Flash Options					
MEM-C6K-CPTFL256M	MEM-C6K-CPTFL256M	Cat6500 Sup720/Sup32 Compact Flash Mem 256MB	1	\$ 495.00	\$ 495.00
MSFC2 DRAM Options					
MEM-MSFC2-512MB	MEM-MSFC2-512MB	Catalyst 6500 512MB DRAM on the MSFC2 or SUP720 MSFC3	1	\$-	\$-
RF Boot Flash Upgrade Options					
BF-S720-64MB-RP	BF-S720-64MB-RP	Bootflash for SUP720-64MB-RP	1		
SP Boot Flash Upgrade Options					
CF-ADAPTER-SP	CF-ADAPTER-SP	SP adapter for SUP720 (512MB CF included)	1	\$-	\$-
Flash Memory Options					
MEM-C6K-CPTFL512M	MEM-C6K-CPTFL512M	Catalyst 6500 Sup720/Sup32 Compact Flash Mem 512MB	1	\$-	\$-
Supervisor DRAM Options					
MEM-S2-512MB	MEM-S2-512MB	Catalyst 6500 512MB DRAM on the Supervisor (SUP2 or SUP720)	1	\$-	\$-
Module Option 2					
Ethernet Modules					
WS-X6724-SFP	WS-X6724-SFP	Catalyst 6500 24-port GigE Mod: fabric-enabled (Req. SFPs)	1	\$8,250.00	\$8,250.00
Distributed Forwarding Card Option					
WS-F6700-DFC3B	WS-F6700-DFC3B	Catalyst 6500 Dist Fwd Card, 256K Routes for WS-X67xx	1	\$4,125.00	\$4,125.00
Memory Option					
MEM-XCEF720-512M	MEM-XCEF720-512M	Cat 6500 512MB DDR, xCEF720 (67xx interface, DFC3A/DFC3B)	1	\$2,640.00	\$2,640.00
Power Cord Options					
CAB-7513AC	CAB-7513AC	AC POWER CORD NORTH AMERICA (110V)	2	\$-	\$-
Power Supply Options					
PWR-2700-AC/4	PWR-2700-AC/4	2700W AC Power Supply for Cisco 7604/6504-E	1	\$1,650.00	\$1,650.00

7

PWR-2700-AC/4	PWR-2700-AC/4	2700W AC Power Supply for Cisco 7604/6504-E	1	\$1,650.00	\$1,650.00
Software Options					
Supervisor 720 Software					
Native IOS					
S733ESK9-12218SXF	S733ESK9-12218SXF	Cisco CAT6000-SUP720 IOS ENTERPRISE SERVICES SSH	1	\$4,400.00	\$4,400.00
Cisco Smartnet	CON-SNT-WSC6504E	1 year 8x5 NBD Smartnet Coverage	1	\$-	\$-
		WS-C6504-E 201_Core - Total Price			\$ 40,260.00
Name	Catalog Num	Description	Qty	Unit Price	Total Price
WS-C6509-E 201_DistBlk_S1	WS-C6509-E	Catalyst 6500 Enhanced 9-slot chassis, 15RU, no PS, no Fan Tray	1	\$5,225.00	\$5,225.00
Fan Tray Options					
WS-C6509-E-FAN	WS-C6509-E-FAN	Catalyst 6509-E Chassis Fan Tray	1	\$ 272.25	\$ 272.25
Module Option 1					
Supervisor Options					
WS-SUP720-3B	WS-SUP720-3B	Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3B	1	\$ 15,400.00	\$ 15,400.00
Compact Flash Options					
MEM-C6K-CPTFL256M	MEM-C6K-CPTFL256M	Cat6500 Sup720/Sup32 Compact Flash Mem 256MB	1	\$ 495.00	\$ 495.00
MSFC2 DRAM Options					
MEM-MSFC2-512MB	MEM-MSFC2-512MB	Catalyst 6500 512MB DRAM on the MSFC2 or SUP720 MSFC3	1	\$-	\$-
RF Boot Flash Upgrade Options					
BF-S720-64MB-RP	BF-S720-64MB-RP	Bootflash for SUP720-64MB-RP	1	\$-	\$-
SP Boot Flash Upgrade Options					
CF-ADAPTER-SP	CF-ADAPTER-SP	SP adapter for SUP720 (512MB CF included)	1	\$-	\$-
Flash Memory Options					
MEM-C6K-CPTFL512M	MEM-C6K-CPTFL512M	Catalyst 6500 Sup720/Sup32 Compact Flash Mem 512MB	1	\$-	\$-
Supervisor DRAM Options					

MEM-S2-512MB	MEM-S2-512MB	Catalyst 6500 512MB DRAM on the Supervisor (SUP2 or SUP720)	1	\$-	\$-
Module Option 2					
Ethernet Modules					
WS-X6724-SFP	WS-X6724-SFP	Catalyst 6500 24-port GigE Mod: fabric-enabled (Req. SFPs)	1	\$8,250.00	\$8,250.00
Distributed Forwarding Card Option					
WS-F6700-CFC	WS-F6700-CFC	Catalyst 6500 Central Fwd Card for WS-X67xx modules	1	\$-	\$-
Memory Option					
MEM-XCEF720-256M	MEM-XCEF720-256M	Catalyst 6500 256MB DDR, xCEF720 (67xx interface, DFC3A)	1	\$-	\$-
Module Option 5					
Ethernet Modules					
WS-X6748-GE-TX	WS-X6748-GE-TX	Cat6500 48-port 10/100/1000 GE Mod: fabric enabled, RJ-45	1	\$8,250.00	\$8,250.00
Distributed Forwarding Card Option					
WS-F6700-CFC	WS-F6700-CFC	Catalyst 6500 Central Fwd Card for WS-X67xx modules	1	\$-	\$-
Memory Option					
MEM-XCEF720-256M	MEM-XCEF720-256M	Catalyst 6500 256MB DDR, xCEF720 (67xx interface, DFC3A)	1	\$-	\$-
Module Option 7					
Services Module Options					
WS-SVC-NAM-2	WS-SVC-NAM-2	Catalyst 6500 Network Analysis Module-2	1	\$16,497.25	\$16,497.25
NAM Software Options					
SC-SVC-NAM-3.5	SC-SVC-NAM-3.5	Cisco Catalyst 6500 Series NAM Software 3.5	1	\$-	\$-
Power Cables					
2500W, 3000W, and 6000W Power Cables					
CAB-7513AC	CAB-7513AC	AC POWER CORD NORTH AMERICA (110V)	4	\$-	\$-
Power Supply Options					

7